

# UNITED STATES SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

## ANNUAL AUDITED REPORT FORM X-17A-5 PART III

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#### FACING PAGE

Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

STRANT FOR THE BERIOD BECIND	1/1/07	AND ENDI	12/31/07 NG
REPORT FOR THE PERIOD BEGIN	MM/DD/Y		MM/DD/YY
	A. REGISTRANT ID	ENTIFICATION	
NAME OF BROKER-DEALER: Farrell Marsh & Co.			
Farrell Marsh & Co.			OFFICIAL USE ONLY
ADDRESS OF PRINCIPAL PLACE O	F BUSINESS: (Do not u	se P.O. Box No.)	FIRM ID. NO.
41 West Putnam Avenue	, , , , , , , , , , , , , , , , , , ,	•	
-:	(No. and Str	ea)	
Greenwich,	CT	06830	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$
(City)	(State)		Official states of the services
NAME AND TELEPHONE NUMBER William Farrell	OF PERSON TO CONT		THIS REPORT
			(Area Code — Telephone No.)
			PROCESSED
В	. ACCOUNTANT ID	ENTIFICATION	PROCESSED
NDEPENDENT PUBLIC ACCOUNTA	ANT whose opinion is co		PROCESSED  MAR 2 0 2008
	ANT whose opinion is co.	ntained in this Report*	MAR 2 0 2008 / THOMSON
NDEPENDENT PUBLIC ACCOUNT. Rosen Seymour Shapss Martin &	ANT whose opinion is co. Co., LLC  (Name – if individual, state les	ntained in this Report*	MAR 2 0 2008 / THOMSON FINANCIAL
NDEPENDENT PUBLIC ACCOUNTA	ANT whose opinion is co.	ntained in this Report*	PROCESSED  MAR 2 0 2008  THOMSON FINANCIAL  10016
NDEPENDENT PUBLIC ACCOUNT Rosen Seymour Shapss Martin & (757 Third Avenue	ANT whose opinion is co. Co., LLC  (Name – if individual, state less New York,	ntained in this Report*  is, first, middle name)  N.Y.	MAR 2 0 2008 / THOMSON FINANCIAL
NDEPENDENT PUBLIC ACCOUNT Rosen Seymour Shapss Martin & 757 Third Avenue  (Address)  CHECK ONE:  C Certified Public Accountant	ANT whose opinion is conco., LLC  (Name — if individual, state less New York,  (City)	ntained in this Report*  is, first, middle name)  N.Y.	PROCESSED  MAR 2 0 2008  THOMSON FINANCIAL  10016  DES Zip Cox Nail Processing Section
NDEPENDENT PUBLIC ACCOUNT Rosen Seymour Shapss Martin & 1997 757 Third Avenue (Address)	ANT whose opinion is con Co., LLC  (Name – if individual, state less New York,  (City)	ntained in this Report*  a, first, middle name)  N.Y.  (State)	PROCESSED  MAR 2 0 2008  THOMSON FINANCIAL  10016  DEB Zip Coo

\*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See section 240.17a-5(e)(2).



#### OATH OR AFFIRMATION

William L. Farrell	·
best of my knowledge and belief the accompanying finar	, swear (or affirm) that, to the nicial statement and supporting schedules pertaining to the firm o
Feb. 22 <sup>nd</sup> December 31, 2007, 19208, are true as	
	nd correct. I further swear (or affirm) that neither the company as any proprietary interest in any account classified soley as that of
a customer, except as follows:	any proprietary interest in any account classified soley as that of
•	
	•
<del></del>	
	William Faull
The same of the sa	President .
	Titale :
Trave a. Men.	·
Notary Public FRANK ARENA	
Notary Public of Connecticut	
My Commission Expires 12/31/2010	
); Phis second accepting (short all continue);	
This report** contains (check all applicable boxes):	
D. (b) Statement of Financial Condition.	•
☐ \(\(\sigma\) \(\sigma\) \(\sig	
(d) Statement of Changes in Financial Condition.	
(e) Statement of Changes in Stockholders' Equity or P	'artners' or Sole Proprietor's Capital.
(Q. Statement of Changes in Liabilities Subordinated to	
Computation of Net Capital	
(h) Computation for Determination of Reserve Require	ments Pursuant to Rule 15c3-3.
(i) Information Relating to the Possession or control F	
(j) A Reconciliation, including appropriate explanation	, of the Computation of Net Capital Under Rule 15c3-1 and the
An Computation for Determination of the Reserve Req	
solidation.	Statements of Financial Condition with respect to methods of con-
solidation.  (i) An Oath or Affirmation.	
(ii) An Oath of Affirmation.  (iii) An Oath of Affirmation.  (iii) An Oath of Affirmation.	
	exist or found to have existed since the date of the previous audit.
in the report occurring any naterial materialistic found to	A series of the second of the series of the series of the second second

<sup>\*\*</sup>For conditions of confidential treatment of certain portions of this filing, see section 240.17e-5(e)(3).

FARRELL MARSH & CO. (An S Corporation)

FINANCIAL STATEMENTS AND OTHER FINANCIAL INFORMATION AND SUPPLEMENTARY INFORMATION

Year Ended December 31, 2007

WITH INDEPENDENT AUDITORS' REPORT

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Year Ended December 31, 2007

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## ROSEN SEYMOUR SHAPSS MARTIN & COMPANY LLP

Certified Public Accountants & Profitability Consultants



#### INDEPENDENT AUDITORS: REPORT

Board of Directors Farrell Marsh & Co.:

We have audited the accompanying statement of financial condition of Farrell Marsh & Co. (an "S" corporation) as of December 31, 2007, and the related statements of operations, changes in shareholders' equity, and cash flows for the year then ended that you are filing pursuant to rule 17a-5 under the Securities Exchange Act of 1934. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Farrell Marsh & Co. as of December 31, 2007, and the results of its operations, and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Our audit was conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The information contained in Schedule A is presented for purposes of additional analysis and is not a required part of the basic financial statements. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements, and in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Row Sugmon Styres matin - Company IIP

CERTIFIED PUBLIC ACCOUNTANTS

New York, New York February 7, 2008



## STATEMENT OF FINANCIAL CONDITION

December 31, 2007

Assets	
Cash	\$ 501,570
Notes receivable	5,002,151
Prepaid expenses	22,183
Other assets	31,534
Property and equipment, net of accumulated depreciation of \$355,404	25,918
Security deposits	25,588
Total assets	\$ 5,608,944
Liabilities and Shareholders' Equity	
Liabilities:	
Accrued expenses Profit sharing plan contribution	\$ 90,999 75,000
Total liabilities	165,999
Commitments (Note 4)	
Shareholders' equity: Common stock, \$0.10 par value; authorized 1,000 shares;	
200 shares issued and outstanding	20
Additional paid-in capital	805,246
Retained earnings	4,637,679
Total shareholders' equity	5,442,945
Total liabilities and shareholders' equity	\$ 5,608,944

## STATEMENT OF OPERATIONS

Year Ended December 31, 2007

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-	CV	СП	C.N	ā

Placement fees (Note 1)	\$ 1,040,686
Interest income	370,879
Dividend	35,000
	1,446,565
Expenses:	·
Officers' and employees' compensation and benefits	3,444,303
Occupancy cost	149,098
Other expenses	606,751
Total expenses	4,200,152
Net loss	<u>\$ (2,753,587)</u>

## STATEMENT OF CHANGES IN SHAREHOT DERS' EQUITY

Year Ended December 31, 2007

	Common	Stock		dditional I-In Capital	Retained Earnings	Total
Balance, January 1, 2007	\$	20	\$	805,246	\$ 8,141,266	\$ 8,946,532
Distributions		. <del>-</del>		-	(750,000)	(750,000)
Net loss			_	<u>-</u>	(2,753,587)	(2,753,587)
Balance, December 31, 2007	\$	20	<u>\$</u>	805,246	\$ 4,637,679	<u>\$ 5,442,945</u>

## STATEMENT OF @ASH FLOWS

Year Ended December 31, 2007

<b>,</b>	
Cash flows from operating activities:	
Net loss	\$ (2,753,587)
Adjustments to reconcile net loss to net cash provided	
by operating activities	
Depreciation	15,400
Increase (decrease) in cash resulting from changes	
in operating assets and liabilities:	
Other assets:	
Notes receivable	3,710,701
Other receivables	11,891
Prepaid expenses	(7,902)
Security deposit	(5,250)
Accrued expenses	(49,448)
Profit sharing plan payable	(20,992)
Cash flows provided by operating activities	900,813
Cash flows from investing activities:	
Acquisition of property and equipment	(6,467)
Cash flows used in investing activities	(6,467)
Cash flows from financing activities:	
Distributions	(750,000)
Cash flows used in financing activities	(750,000)
Net increase in cash and cash equivalents	144,346
Cash and cash equivalents:	
Beginning of year	357,224
End of year	\$ 501,570

#### NOTES TO FINANCIAL STATEMENTS

December 31, 2007

## 1. Nature of Operations and Summary of Significant Accounting Policies

#### Nature of Operations

Farrell Marsh & Co. (the "Company") is a broker-dealer registered with the Securities and Exchange Commission and a member of the National Association of Securities ("NASD"). The Company raises discretionary capital for private equity, real estate, hedge funds and limited partnerships on a percentage fee basis. The Company does not arrange public offerings. The Company is not registered in accordance with Section 15 of The Exchange Act, does not carry any customer accounts, does not handle any customer funds or securities, and does not transact business in securities through a medium of any member of a national securities exchange. Due to the limitation of its business, the Company is exempt from SEC rule 15c3-3 and various other rules and regulations.

#### Basis of Presentation

The financial statements include the accounts of Farrell Marsh & Co. which reflects the Company's single business activity of investment banking.

#### Property and Equipment

Property and equipment consists of office furniture and equipment recorded at cost. Depreciation is provided using accelerated methods over the estimated useful lives of the assets ranging from five to seven years. Maintenance and repairs are charged to expense as incurred.

#### Notes Receivable

Notes receivable arise from placement fees for capital that the Company raises on behalf of its' client. The terms of the fees and the interest on the promissory note are dictated by placement agreements between the Company and its' client. The notes receivable will be paid in full on April 1, 2009. Payments have been made timely. Interest income on the notes receivable is accrued at a stated interest rate ranging from 5.75 % to 6 % per annum which is due and payable with each scheduled principal payment. One customer accounts for approximately 94% of the note receivable as of December 31, 2007.

#### **Income Taxes**

The Company has elected to be taxed as an "S" corporation. An "S" corporation generally pays no federal income taxes and passes through substantially all of its tax attributes to the shareholders of the Company. The Company is subject to certain state franchise taxes.

#### Revenue

Revenue consists of investment placement fees which are recorded when earned pursuant to contract terms, or when collected, if there are any uncertainties. Interest income on note receivable is accrued as earned,

#### Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and

#### NOTES TO FINANGIAL STATEMENTS

December 31, 2007

assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimated.

#### 2. Concentration of Credit Risk

The Company's principal credit risk relates to cash balances deposited with financial institutions. As of December 31, 2007, amounts on deposit in excess of insured limits were approximately \$400,000.

The company also has credit risk relating to its revenue being derived from the fees collected from a small number of customers. Approximately 66% of the company revenue is derived from one customer for the year ended December 31, 2007. The clients, for whom the Company raises capital, have some degree of risk of being unable to pay the contracted fee earned to the Company at the preset payment date.

#### 3. Net Capital Requirement

The Company is subject to the Securities and Exchange Commission Uniform Net Capital Rule (Rule 15c3-1), which requires the maintenance of minimum net capital and requires that the ratio of aggregate indebtedness to net capital, both as defined, shall not exceed 15 to 1 and that equity capital not be withdrawn or cash distributed if the resulting net capital ratio would exceed 10 to 1. At December 31, 2007 the Company had net capital of \$335,571 which

was \$324,504 in excess of its required net capital of \$11,067. The Company's aggregate indebtedness to net capital was 0.495 to 1 as of December 31, 2007.

#### 4. Commitments and Contingencies

The Company leases commercial space under long-term non-cancelable operating leases. The leases for commercial space expire in the year 2009 and 2010 respectively and certain of the leases contain escalation clauses.

The following is a schedule by years of future minimum lease payments as of December 31, 2007:

Year Ended December 31,		Amount
2008	\$	118,860
2009		108,427
2010		7,474
	<u>\$</u>	234,761

For the year ended December 31, 2007, rent expense amounted to \$128,533.

The Company leases a vehicle through 2009 for the use of its officers. Future minimum annual vehicle lease payment are as follows:

Year Ended	
December 31,	 mount
2008	\$ 8,671
2009	 8,671
•	\$ 17,342

## NOTES TO FINANCIAL STATEMENTS

December 31, 2007

For the year ended December 31, 2007, lease expense amounted to \$19,209.

#### 5. 401(k) Retirement Plan

The Company sponsors a 401(k) defined contribution plan for eligible employees. Participating employees may contribute up to 15% or up to \$15,500 (\$20,500 in 2007 for employees age 50 or older) of their eligible compensation. The Company at its discretion may make matching contributions. For the year ended December 31, 2007 the Company's matching contributions aggregated \$75,000.

OTHER FINANCIAL INFORMATION

## OTHER EINANGIAL INFORMATION

Year Ended December 31, 2007

#### Schedule A Expenses

Officers' compensation	\$ 2,756,774
Employees' compensation	557,763
Payroll taxes and benefits	129,766
·	<del></del>
Total compensation benefits	3,444,303
Occupany costs	128,533
Communications	20,565
Occupancy cost	149,098
Travel and auto expenses	47,898
Professional development and subscriptions	39,520
Office supplies and expenses	30,451
Outside services and postage	219,713
Professional fees	90,222
Depreciation	15,400
Entertainment and meals	4,984
Retirement plan	75,000
Insurance	2,322
Reimbursed expenses	71,609
Taxes	9,632
Other expenses	606,751
Total expenses	<u>\$ 4,200,152</u>

See independent auditors' report.

SUPPLIÉMENTARY INFORMATION



## ROSEN SEYMOUR SHAPSS MARTIN & COMPANY LLP

Certified Public Accountants & Profitability Consultants



# INDEPENDENT AUDITORS' REPORT ON SUPPLEMENTARY INFORMATION REQUIRED BY RULE 17a-5 OF THE SECURITIES AND EXCHANGE COMMISSION

Board of Directors Farrell Marsh & Co.:

We have audited the accompanying financial statements of Farrell Marsh & Co. (an "S" corporation) as of and for the year ended December 31, 2007, and have issued our report thereon dated February 7, 2008. Our audit was conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The information contained in Schedule I is presented for purposes of additional analysis and is not a required part of the basic financial statements, but is supplementary information required by rule 17a-5 under the Securities Exchange Act of 1934. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

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CERTIFIED PUBLIC ACCOUNTANTS

New York, New York February 7, 2008

## SUPPLEMENTARY INFORMATION

Year Ended December 31, 2007

# Schedule I = Computation of Net Capital Under Rule 15c3 | Commission | Schange Commission | S

Net capital:	
Total member's equity	\$ 5,442,945
Less non-allowable assets:	
Other assets	5,107,374
Net capital before haircuts	335,571
Haircuts	
Net capital	<u>\$ 335,571</u>
Aggregate indebtedness:	
Accounts payable	\$ 90,999
Profit sharing plan contribution payable	75,000
Total aggregate indebtedness	\$ 165,999
Computation of basic net capital requirement:	
Minimum net capital required	\$ 11,067
Excess net capital at 1,500 percent	\$ 324,504
Excess net capital at 1,000 percent	\$ 318,971
Aggregate indebtedness to net capital	0.495 to 1

See independent auditors' report on supplementary information.



## ROSEN SEYMOUR SHAPSS MARTIN & COMPANY LLP

Certified Public Accountants & Profitability Consultants



#### INDEPENDENT AUDITORS REPORT ON INTERNAL CONTROL

Board of Directors Farrell Marsh & Co.:

In planning and performing our audit of the financial statements of Farrell Marsh & Co. (an "S" Corporation) (the "Company") as of and for the year ended December 31, 2007, in accordance with auditing standards generally accepted in the United States of America, we considered the Company's internal control over financial reporting (internal control) as a basis for designing our auditing procedures for the purpose of expressing our opinion of the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, we do not express an opinion on the effectiveness of the Company's internal control.

Also, as required by rule 17a-5(g)(1) of the Securities and Exchange Commission (the "SEC"), we have made a study of the practices and procedures followed by the Company including tests of such practices and procedures that we considered relevant to the objectives stated in rule 17a-5(g) in making the periodic computations of aggregate indebtedness (or aggregate debits) and net capital under rule 17a-3(a)(11) and for determining compliance with the exemptive provisions of rule 15c3-3. Because the Company does not carry securities accounts for customers or perform custodial functions relating to customer securities, we did not review the practices and procedures followed by the Company in any of the following:

- 1. Making quarterly securities examinations, counts, verifications, and comparisons and recordation of differences required by rule 17a-13.
- 2. Complying with the requirements for prompt payment for securities under Section 8 of Federal Reserve Regulation T of the Board of Governors of the Federal Reserve System.

The management of the Company is responsible for establishing and maintaining internal control and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of controls and of the practices and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the SEC's above-mentioned objectives. Two of the objectives of internal control and the practices and procedures are to provide management with reasonable but not absolute assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition and that transactions are executed in accordance with management's authorization and recorded properly to permit the preparation of financial statements in conformity with accounting

principles generally accepted in the United States of America. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.

Because of inherent limitations in internal control or the practices and procedures referred to above, error or fraud may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

A control deficiency exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect misstatements on a timely basis. A significant deficiency is a control deficiency, or combination of control deficiencies, that adversely affects the entity's ability to initiate, authorize, record, process, or report financial data reliably in accordance with generally accepted accounting principles such that there is more than a remote likelihood that a misstatement of the entity's financial statements that is more than inconsequential will not be prevented or detected by the entity's internal control.

A material weakness is a significant deficiency, or combination of significant deficiencies, that results in more than a remote likelihood that a material misstatement of the financial statements will not be prevented or detected by the entity's internal control.

Our consideration of internal control was for the limited purpose described in the first and second paragraphs and would not necessarily identify all deficiencies in internal control that might be material weaknesses. We did not identify any deficiencies in internal control and control activities for safeguarding securities that we consider to be material weaknesses, as defined above.

We understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the SEC to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures were adequate at December 31, 2007 to meet the SEC's objectives.

This report is intended solely for the information and use of the Board of Directors and management, the SEC, the National Association of Securities Dealers and other regulatory agencies that rely on rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers, and is not intended to be and should not be used by anyone other than these specified parties.

Rose Seymon Shys mater & Company III

New York, New York February 7, 2008

END